

Message Text

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67

ACTION ARA-10

INFO OCT-01 ISO-00 COME-00 EB-05 RSC-01 DRC-01 /018 W

----- 010888

R 061920Z MAR 74

FM AMCONSUL RIO DE JANEIRO

TO SECSTATE WASHDC 249

INFO AMEMBASSY BRASILIA

AMCONSUL SAO PAULO

UNCLAS RIO DE JANEIRO 0801

E.O. 11652: N/A

TAGS: BGEN, BR

SUBJECT: BACKGROUND ON LOSS OF EMBRATEL BID

REF: A) STATE 042434; B) RIO A-01 OF JANUARY 7, 1974

1. CONGEN OFFICER DISCUSSED REF SUBJECT AFTERNOON OF MARCH 5 WITH GUALTER GILL, EMBRATEL'S DIRECTOR OF ENGINEERING AND PLANNING. GILL REPORTED THAT COLLINS RADIO BID WAS ONE OF SEVEN RECEIVED BY EMBRATEL. COLLINS PRICE PROPOSAL WAS FOURTH FROM THE LOWEST, I.E., EXACTLY IN MIDDLE. PRICE DIFFERENTIAL WAS TOO LARGE TO BE EXPLAINED SOLELY BY FLUCTUATING EXCHANGE RATES.

2. GILL EXPRESSED SURPRISE AT CONGEN INQUIRY. HE EXPLAINED THAT COLLINS OFFICERS HAD CALLED ON HIM IN FEBRUARY TO DISCUSS COMPANY'S FAILURE TO WIN BID COMPETITION. AT THAT TIME, GILL EXPLAINED FACTORS DETERMINING CONTRACT ALLOCATION AND INTRODUCED COLLINS OFFICIALS TO OTHER MEMBERS OF EMBRATEL STAFF, WHO PROVIDED ADDITIONAL DETAILS. SUBSEQUENTLY, EMBRATEL RECEIVED CABLE FROM COLLINS EXPRESSING GRATITUDE FOR THOSE EXPLANATIONS. GILL, THEREFORE, UNCERTAIN AS TO WHAT ADDITIONAL INFORMATION COLLINS MIGHT WANT. HE OFFERED TO MEET AGAIN WITH CONGEN OFFICER TO DISCUSS ANY SPECIFIC QUESTIONS COLLINS MAY WISH TO POSE. HE SUGGESTED, HOWEVER, THAT COLLINS CONSIDER VISITING

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EMBRATEL AGAIN IF COMPANY HAS ANY COMPLICATED TECHNICAL

OR PROCEDURAL QUESTIONS TO PURSUE.

3. IN SEPARATE CONVERSATION WITH CARLOS HENRIQUE MOREIRA, EMBRATEL'S DIRECTOR OF OPERATIONS AND INTERNATIONAL TELECOMMUNICATIONS SECTOR, CONGEN LEARNED THAT EMBRATEL HAS NOW DEFINITELY DECIDED TO EXTEND MICRO-WAVE SYSTEM THROUGHOUT ENTIRE COUNTRY. NEW ADDITION TO EXPANSION PLANS (SEE REF B) PROVIDE FOR A LINE TO RUN FROM BELEM WESTWARD TO MANAUS, AND THEN BEND SOUTHWARD TO PORTO VELHO AND CUIABA, WHICH EXISTING PLANS ALREADY HAD INDICATED WOULD BE LINKED BY MICRO-WAVE TO BRASILIA. IN ADDITION, EMBRATEL HAS DECIDED TO BUY A FOURTH GROUND STATION FOR BOA VISTA. THREE HAVE ALREADY BEEN PURCHASED FOR INSTALLATION AT TANGUA, MANAUS AND PORTO VELHO.

4. EMBRATEL PLANS TO REQUEST INTELSAT AUTHORIZATION TO RENT TRANSPONDER ON INTELSAT IV, BEGINNING EARLY 1975, FOR DOMESTIC USE. REQUEST WILL BE PRESENTED AT INTELSAT MEETING IN WASHINGTON LATER THIS MONTH.
BOONSTRA

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